

From: **Lucas Lambert** [REDACTED]
Date: Mon, 15 Oct 2018 at 11:16
Subject: Re: Hong Kong cyber security conference follow-up
To: Keir Giles [REDACTED]

Dear Keir,

I have not heard from you in a while, I hope you are well.

Regrettably, I have some unfortunate news. One of our biggest clients has an unplanned board meeting that needs to convene before the end of the year and sadly the date falls on the dates of our event. I did my best trying to keep the event as planned, but unfortunately, I was not successful, and we are forced to postpone the conference to Q1 2019.

I will let you know the new dates as soon as we finalize them, and very much hope you could still attend the event. It goes without saying that the terms and conditions we agreed upon will be in effect for the new dates as-well.

My sincere apologies for the inconvenience,

Lucas

On Wed, Jul 18, 2018 at 11:15 PM Keir Giles [REDACTED] wrote:
Dear Lucas,

Thanks for getting in touch. I'm not at all concerned about the conference, that is way over my work horizon at present! But thanks for the thought, and the dates are noted. I'll stand by for further instructions in due course.

Very best regards,

Keir

On 17 July 2018 at 15:41, Lucas Lambert [REDACTED] wrote:
Dear Keir,

How are you? We did not talk in a while, I just wanted to assure you that the conference as we previously discussed.

We are about to finalise the dates of the 26 - 30 of November. As you can guess, we are making changes to the conference content to accommodate the developments in the current events, but obviously your speech is as central and vital as ever.

I would be in touch when more details are available.

P.S

I hope you were not too disappointed by England's loss in the semi-final! England had such an impressive run.

Lucas.

On Tue, Jun 5, 2018 at 12:41 AM, Keir Giles [REDACTED] wrote:
Dear Lucas,

Thank you - yes, I'll be there!

Best regards,

Keir

On 4 June 2018 at 13:38, Lucas Lambert [REDACTED] wrote:
Dear Keir,

Looking forward to our meeting on Wednesday 10:40 at Sofitel St James.

Lucas

On Sun, May 27, 2018 at 8:57 PM, Keir Giles [REDACTED] wrote:
Dear Lucas,

Apologies for the delay while I checked the other meeting venue. Yes, Sofitel St James does work (although depending on how trains behave that morning, I might be there closer to 1040 or so).

Best regards, and safe travels,

Keir

On 26 May 2018 at 10:11, Lucas Lambert [REDACTED] wrote:
Dear Keir,

10:30 on the 6th can work for me. Will our previous meeting place be convenient?

Best,
Lucas

On Fri, May 25, 2018 at 1:42 PM, Keir Giles [REDACTED] wrote:
Dear Lucas,

Yes, I am already in London on 6th June [REDACTED]
[REDACTED] but I could be free from about 1015-1030 to 1200 if the morning suits you?

The afternoon would also be possible, but slightly tighter on time. [REDACTED]
[REDACTED]

Do either of those work for your schedule?

Best regards,

Keir

On 25 May 2018 at 12:36, Lucas Lambert [REDACTED] wrote:
Dear Keir,

I might stop by London on my way back from the US on Tuesday or Wednesday, the 5-6th of June. Is there a date that will be more convenient for you?

Best,
Lucas

On Wed, May 23, 2018 at 10:28 AM, Keir Giles [REDACTED] wrote:
Dear Lucas,

I'm afraid I can't do 29th May as I'll be in Tallinn (at the Cyber Conflict conference at NATO's cyber centre there, as it happens).

I've heard of Michael Daniel, especially from his previous government work, but I don't know him personally and I have never seen him present, so wouldn't be able to give a recommendation there!

Best regards,

Keir

On 22 May 2018 at 15:03, Lucas Lambert [REDACTED] wrote:
Dear Keir,

Thank you again for the draft and the reference to [REDACTED]

Regarding the dates, it looks like November will work for us. Of course, we are still finalizing all the details, but tentatively we can move forward.

Regarding the proposed presentation, I have several questions and notes. I'm planning to stop in the UK next week on Tuesday the 29th of May, on my way to meetings in the US. If it is convenient for you, I will be happy to invite you to lunch to discuss these questions in person.

Regarding the additional speakers, are you acquainted with Michael Daniel from Cyber Threat Alliance (CTA)? We are considering inviting him to the event as-well.

Best regards,

Lucas

On Fri, May 18, 2018 at 12:00 PM, Lucas Lambert [REDACTED] wrote:
Dear Keir,

Thank you very much for the introduction. I will contact [REDACTED]

I am still going through your presentation and will reply in further detail as soon as I can.

Best,

Lucas

On Thu, May 17, 2018 at 1:17 PM, Keir Giles [REDACTED] wrote:
Dear Lucas,

I've not had a response yet from [REDACTED] but [REDACTED]
and can be contacted on [REDACTED]

If I do hear back from [REDACTED] I'll let you know right away.

Best regards,

Keir

On 14 May 2018 at 17:21, Lucas Lambert [REDACTED] wrote:
Dear Keir,

Thank you so much for your prompt reply. It was a pleasure talking to you and I truly appreciate your time.

I will go over the outline and will be happy to discuss it further as we finalize our agenda for the event.

The gentlemen you are suggesting seem to be of interest for us, I will be glad to talk to them if you could make the introductions.

Best regards,
Lucas

On Sun, May 13, 2018 at 6:41 PM, Keir Giles [REDACTED] wrote:
Dear Lucas,

It was a pleasure to meet you this week. Here are the three things you were looking for from me to discuss further.

Dates

November is still relatively clear for me. [REDACTED]
[REDACTED] all other dates are clear. All other things being equal I have a preference for the third week (19th-23rd), but only a slight one.

Names

I should have asked how many other potential speakers you were looking for. In any case, the first two I would recommend would be [REDACTED]
[REDACTED]

If either of these look interesting, do let me know and I will introduce you; if not, I shall move further down the list!

Outline

I have attached a PDF with a draft outline for a presentation and discussion, based on the lines of interest we talked about. Very happy to explain bullets, discuss further and adjust as needed.

I shall stand by to hear from you in due course.

With very best regards,

Keir

--

Lucas Lambert / Senior Partner

[REDACTED]

NPH investments

[REDACTED]

Nishi-Shinjuku Takagi Building, 1-20-3 Nishi-Shinjuku, Shinjuku-ku, Tokyo, Japan 160-0023 Wharf T&T Centre, Harbour City, [7 Canton Road](#),
[Tsim Sha Tsui, Hong Kong](#) www.nphinvestments.com

--

Lucas Lambert / Senior Partner

[REDACTED]

NPH investments

[REDACTED]

Nishi-Shinjuku Takagi Building, 1-20-3 Nishi-Shinjuku, Shinjuku-ku, Tokyo, Japan 160-0023 Wharf T&T Centre, Harbour City, [7 Canton Road](#),
[Tsim Sha Tsui, Hong Kong](#) www.nphinvestments.com

--

Lucas Lambert / Senior Partner

[REDACTED]

NPH investments

[REDACTED]

Nishi-Shinjuku Takagi Building, 1-20-3 Nishi-Shinjuku, Shinjuku-ku, Tokyo, Japan 160-0023 Wharf T&T Centre, Harbour City, [7 Canton Road](#),
[Tsim Sha Tsui, Hong Kong](#) www.nphinvestments.com

--

Lucas Lambert / Senior Partner

[REDACTED]

NPH investments

[REDACTED]

Nishi-Shinjuku Takagi Building, 1-20-3 Nishi-Shinjuku, Shinjuku-ku, Tokyo, Japan 160-0023 Wharf T&T Centre, Harbour City, [7 Canton Road](#),
[Tsim Sha Tsui, Hong Kong](#) www.nphinvestments.com

--

Lucas Lambert / Senior Partner

[REDACTED]

NPH investments

[REDACTED]

Nishi-Shinjuku Takagi Building, 1-20-3 Nishi-Shinjuku, Shinjuku-ku, Tokyo, Japan 160-0023 Wharf T&T Centre, Harbour City, [7 Canton Road](#),
[Tsim Sha Tsui, Hong Kong](#) www.nphinvestments.com

--

Lucas Lambert / Senior Partner



NPH investments



Nishi-Shinjuku Takagi Building, 1-20-3 Nishi-Shinjuku, Shinjuku-ku, Tokyo, Japan 160-0023 Wharf T&T Centre, Harbour City, [7 Canton Road](#),
Tsim Sha Tsui, Hong Kong www.nphinvestments.com

--



Lucas Lambert / Senior Partner



NPH investments

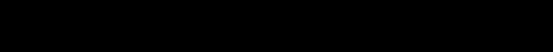


Nishi-Shinjuku Takagi Building, 1-20-3 Nishi-Shinjuku, Shinjuku-ku, Tokyo, Japan 160-0023 Wharf T&T Centre, Harbour City, [7 Canton Road](#),
Tsim Sha Tsui, Hong Kong www.nphinvestments.com

--



Lucas Lambert / Senior Partner



NPH investments



Nishi-Shinjuku Takagi Building, 1-20-3 Nishi-Shinjuku, Shinjuku-ku, Tokyo, Japan 160-0023 Wharf T&T Centre, Harbour City, 7 Canton Road,
Tsim Sha Tsui, Hong Kong www.nphinvestments.com

From: **Lucas Lambert** [REDACTED]
Date: Wed, 2 May 2018 at 08:28
Subject: Re: [Keir Giles] Conference Invitation
To: Keir Giles [REDACTED]

I am sure we will have no problem recognising each other at the lobby.
I am using the number [REDACTED] when travelling in the UK. You are more than welcome to reach me via this email till then if there are any changes.
If you could kindly provide your number as well, it will be much appreciated.

Thanks,
Lucas.

From: **Lucas Lambert** [REDACTED]
Date: Tue, 1 May 2018 at 12:07
Subject: Re: [Keir Giles] Conference Invitation
To: Keir Giles [REDACTED]

Thursday the 10th of May will work well for me. How about we meet at 12:00 at the lobby of Sofitel London St James?

On Tue, May 1, 2018 at 4:23 PM, Keir Giles [REDACTED] wrote:
Would late morning on Thursday 10th suit? I will be at Chatham House for a morning event, so free in the St James's Square area from about 1145-1200.

On 1 May 2018 at 09:07, Lucas Lambert [REDACTED] wrote:
Dear Mr. Giles,

Thank you for your prompt reply. I will be arriving to London Monday evening, 7th of May, and scheduled to stay till Saturday, the 12th of May.
When will it be convenient for you to meet?

Best regards,

Lucas

--

Lucas Lambert / Senior Partner
[REDACTED]

NPH investments
[REDACTED]

Nishi-Shinjuku Takagi Building, 1-20-3 Nishi-Shinjuku, Shinjuku-ku, Tokyo, Japan 160-0023 Wharf T&T Centre, Harbour City, [7 Canton Road](#),
[Tsim Sha Tsui, Hong Kong](#) www.nphinvestments.com

On Tue, May 1, 2018 at 4:20 AM, Keir Giles [REDACTED] wrote:
Dear Mr Lambert,

I'd be willing in principle, and "late 2018" sounds as though it might give enough advance notice in practice. Do let me know when you are likely to be in the UK - [REDACTED]

Best regards,

Keir Giles

On 30 April 2018 at 14:42, [REDACTED] wrote:
Lucas Lambert sent a message using the contact form at
<https://www.chathamhouse.org/>.

Dear Mr. Giles,

My name is Lucas Lambert, a Senior Partner at NPH investments. We are a private equity firm located in Hong Kong and Tokyo, catering to a variety of private companies across East Asia. We provide wealth management services from financial planning to business development and market expansion strategies.

Recently we have seen growing concerns from our clients that wish to channel their investments to the tech industry in Europe and the US. Therefore, we are currently planning a private cybersecurity event for our investors that will be held in Hong Kong in late 2018. One of the areas of major concern for our clients is the increasing overlapping and reciprocity between the private cyber companies and governmental agencies. In particular, our clients from the financial sector are worried about their intellectual property and other sensitive information being exploited.

We are interested in holding several panels on the issue, using experts in both the technological and geo-political spheres. As your expert work in the field is widely renown, we would like to invite you to be one of the key note speakers, as a Russia specialist in one of these panels.

I am travelling to London in the upcoming weeks for business and would appreciate if we could meet in person to discuss this proposal further.

Best regards,
Lucas Lambert

--

NPH investments
[REDACTED]

Nishi-Shinjuku Takagi Building, 1-20-3 Nishi-Shinjuku, Shinjuku-ku, Tokyo,
Japan 160-0023
Wharf T&T Centre, Harbour City, [7 Canton Road, Tsim Sha Tsui, Hong Kong](#)
www.nphinvestments.com

--

Lucas Lambert / Senior Partner



NPH investments



Nishi-Shinjuku Takagi Building, 1-20-3 Nishi-Shinjuku, Shinjuku-ku, Tokyo, Japan 160-0023 Wharf T&T Centre, Harbour City, [7 Canton Road, Tsim Sha Tsui, Hong Kong](#)
www.nphinvestments.com

--



Lucas Lambert / Senior Partner



NPH investments



Nishi-Shinjuku Takagi Building, 1-20-3 Nishi-Shinjuku, Shinjuku-ku, Tokyo, Japan 160-0023 Wharf T&T Centre, Harbour City, 7 Canton Road, Tsim Sha Tsui, Hong Kong
www.nphinvestments.com